

WSOC-TVAgency Name: Chao Strategy Message & MediaTodays date: 10/30/2012Advertiser Name: Larry Kissell

Invoice Nbr.: _____

☒ Credit☐ Debit☐ Refund☐ Transfer☐ OSI Contract #

336370

☐ Agency #☐ Advertiser #☐ Order Type

Date Aired: _____

Time Aired: _____

A/E Name: Andrea Moore

A/E Number: _____

Ntl. Rep Nbr: _____

Billed at Rate: _____

Corrected Rate: _____

Gross Credit/Debit: \$150.00Net Credit/Debit: \$127.50**REASON FOR ADJUSTMENT:****SALES**

- ☐ Agency Commission Adj.
- ☐ Sales Ordering Error
- ☐ Makegood Error
- ☐ Rate Adjustment
- ☐ Telerep Ordering Error
- ☐ Telerep Makegood Error
- ☐ Spots Double Ordered

OTHER

- ☐ Carting Error
- ☐ Technical Difficulty
- ☐ Network Overrun
- ☐ Invoice Billing Error
- ☐ Computer Conv. Error
- ☐ Production Billing Adj.
- ☐ Internet

TRAFFIC

- ☐ Product Conflict
- ☐ Poor Rotation
- ☐ Incorrect Media
- ☐ Outside Time Period
- ☐ Order Entry Error

EXPLANATION:Credit due to rebate for the week of 10/22 - Money is being re-spent11/6 430-5a \$150Approved for SalesApproved for Accounting



WSOC-TV

WSOC-TV
1901 North Tryon Street
Charlotte, NC 28206-2700

Chao Strategy Message & Media
Attn: Kissell
1322 G Street SE
Washington, DC 20003

Contract # 336370

Schedule Dates	10/11/12-11/06/12	Date Entered	10/10/12
Advertiser	Larry Kissell for Congress (9216)	Last Modified	11/05/12
Agency	Chao Strategy Message & Media (5389)	Entered By	Jill Hipskind
Product	Political - Federal Candidate (1067)	CO-OP	No
Brand	1754 CONGRESS (139389)	Headline #	06368148
Salesperson	Telerep/Philadelphia, Philadelphia (1057)	Demo	
Sales Office	Telerep/Philadelphia	Order Type	Normal
Buyer Name	CERTO, MICHELE	Package Deal	
Phone/Fax	/	Commission %	15.00
		Commission	\$5,351.25
CPE	259/271/1754	Net Total	\$30,323.75
Account Types	National/Political	Sales Tax	
Billing Type	Standard		
Comments	KISSELL FOR CONGRESS ***** THIS IS A CASH IN ADVANCE SCHEDULE *****		

Charlotte (WSOC)		
By Broadcast Month	Spots	Rate
Oct. 2012	35	\$32,700.00
Nov. 2012	4	\$2,975.00
Grand Total:	39	\$35,675.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / Spot	10/12/12-10/12/12	4	:30	11P-11:35P (EST)						1			1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/10/12
2.0	Normal Line / Spot	10/12/12-10/12/12	4	:30	11:35P-12A (EST)						1			1	\$700.00	\$700.00	Charlotte (WSOC)	ABC-NITELINE	10/10/12
3.0	Normal Line / Spot	10/12/12-10/12/12	4	:30	10:58A-12P (EST)						1			1	\$675.00	\$675.00	Charlotte (WSOC)	REVISED RATE, VIEW-ABC	10/10/12
4.0	Normal Line / Spot	10/12/12-10/12/12	5	:30	6P-6:30P (EST)						1			1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	EYEWIT NWS 6	10/10/12
5.0	Normal Line / Spot	10/12/12-10/12/12	4	:30	6:58P-7:30P (EST)						1			1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	INSIDE EDITION	10/10/12
6.0	Normal Line / Spot	10/12/12-10/12/12	4	:30	7A-8A (EST)						1			1	\$1,075.00	\$1,075.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/10/12
7.0	Normal Line / Spot	10/15/12-10/15/12	5	:30	10P-11P (EST)							1		1	\$4,500.00	\$4,500.00	Charlotte (WSOC)	AVG. ALL WKS	10/10/12
8.0	Normal Line / Spot	10/15/12-10/15/12	4	:30	10:58A-12P (EST)							1		1	\$675.00	\$675.00	Charlotte (WSOC)	REVISED RATE, VIEW-ABC	10/10/12
9.0	Normal Line / Spot	10/15/12-10/15/12	4	:30	5P-5:30P (EST)							1		1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	REVISED RATE, EYEWIT NWS 5	10/10/12
10.0	Normal Line / Spot	10/15/12-10/15/12	5	:30	6A-7A (EST)							1		1	\$850.00	\$850.00	Charlotte (WSOC)	UPDATED 9/28, EYE NWS DAYBRK	10/10/12
11.0	Normal Line / Spot	10/15/12-10/15/12	4	:30	6:58P-7:30P (EST)							1		1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	INSIDE EDITION	10/10/12
12.0	Normal Line / Spot	10/15/12-10/15/12	5	:30	8A-9A (EST)							1		1	\$725.00	\$725.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/10/12
13.0	Normal Line / Spot	10/13/12-10/13/12	5	:30	6A-7A (EST)							1		1	\$300.00	\$300.00	Charlotte (WSOC)	EYE NW SA MRN1	10/10/12

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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Charlotte, NC 28206-2700

WSOC-TV

Chao Strategy Message & Media

Attn: Kissell

1322 G Street, SE

Washington, DC 20003

Contract # 336370

Schedule Dates 10/11/12-11/06/12

Advertiser Larry Kissell for Congress (9216)

Agency Chao Strategy Message & Media (5389)

Product Political - Federal Candidate (1067)

Brand 1754 CONGRESS (139389)

Salesperson Telerep/Philadelphia, Philadelphia (1057)

Sales Office Telerep/Philadelphia

Buyer Name CERTO, MICHELE

Phone/Fax /

Date Entered 10/10/12

Last Modified 11/05/12

Entered By Jill Hipskind

CO-OP No

Headline # 06368148

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$5,351.25

Net Total \$30,323.75

Sales Tax

Charlotte (WSOC)

By Broadcast Month

Oct. 2012 35

Nov. 2012 4

Grand Total: 39

Spots Rate

\$32,700.00

\$2,975.00

\$35,675.00

CPE	259/271/1754
Account Types	National/Political
Billing Type	Standard
Comments	KISSELL FOR CONGRESS ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
14.0	Normal Line / Spot	10/13/12-10/13/12	5	:30	7A- 8A (EST)							1		1	\$325.00	\$325.00	Charlotte (WSOC)	EYE NW SA MRN2	10/10/12
15.0	Normal Line / Spot	10/13/12-10/13/12	5	:30	8A- 9A (EST)							1		1	\$475.00	\$475.00	Charlotte (WSOC)	GD MRN-SAT-ABC	10/10/12
16.0	Normal Line / Spot	10/14/12-10/14/12	5	:30	7A- 8A (EST)								1	1	\$300.00	\$300.00	Charlotte (WSOC)	EYE NW SU MRN2	10/10/12
17.0	Normal Line / Spot	10/11/12-10/11/12	4	:30	11P- 11:35P (EST)					1				1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/10/12
18.0	Normal Line / Spot	10/11/12-10/11/12	4	:30	5P- 5:30P (EST)					1				1	\$850.00	\$850.00	Charlotte (WSOC)	EYEWIT NWS 5	10/10/12
19.0	Normal Line / Spot	10/11/12-10/11/12	5	:30	6P- 6:30P (EST)					1				1	\$1,100.00	\$1,100.00	Charlotte (WSOC)	EYEWIT NWS 6	10/10/12
20.0	Normal Line / Spot	10/11/12-10/11/12	5	:30	6A- 7A (EST)					1				1	\$850.00	\$850.00	Charlotte (WSOC)	UPDATED 9/28, EYE NWS DAYBRK	10/10/12
21.0	Normal Line / Spot	10/11/12-10/11/12	5	:30	8A- 9A (EST)					1				1	\$725.00	\$725.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/10/12
22.0	Normal Line / Spot	10/16/12-10/16/12	4	:30	5P- 5:30P (EST)							1		1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	REVISED RATE, EYEWIT NWS 5	10/10/12
23.0	Normal Line / Spot	10/16/12-10/16/12	4	:30	7A- 8A (EST)									1	\$1,075.00	\$1,075.00	Charlotte (WSOC)	REVISED RATE, GD MRN AMR-ABC	10/10/12
24.0	Normal Line / Spot	10/16/12-10/16/12	5	:30	8A- 9A (EST)								1	1	\$725.00	\$725.00	Charlotte (WSOC)	GD MRN AMR-ABC	10/10/12
25.0	Normal Line / Spot	10/17/12-10/17/12	4	:30	11P- 11:35P (EST)								1	1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/10/12

CONFIRMATION CONTRACT

Accepted Agency/Advertiser:

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Accepted Station:

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Schedule Dates 10/11/12-11/06/12

Advertiser Larry Kissell for Congress (9216)

Agency Chao Strategy Message & Media (5389)

Product Political - Federal Candidate (1067)

Brand 1754 CONGRESS (139389)

Salesperson Telerep/Philadelphia, Philadelphia (1057)

Sales Office Telerep/Philadelphia

Buyer Name CERTO, MICHELE

Phone/Fax /

Date Entered 10/10/12

Last Modified 11/05/12

Entered By Jill Hipskind

CO-OP No

Headline # 06368148

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$5,351.25

Net Total \$30,323.75

Sales Tax

Charlotte (WSOC)

By Broadcast Month

Oct. 2012

Nov. 2012

Grand Total:

Spots

35

4

39

Rate

\$32,700.00

\$2,975.00

\$35,675.00

CPE 259/271/1754
Account Types National/Political
Billing Type Standard
Comments KISSELL FOR CONGRESS
***** THIS IS A CASH IN ADVANCE SCHEDULE *****

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
26.0	Normal Line / Spot	10/17/12-10/17/12	4	:30	10:58A- 12P (EST)				1					1	\$675.00	\$675.00	Charlotte (WSOC)	VIEW-ABC	10/10/12
27.0	Normal Line / Spot	10/17/12-10/17/12	4	:30	6P- 6:30P (EST)				1					1	\$1,500.00	\$1,500.00	Charlotte (WSOC)	REVISED RATE, EYEWIT NWS 6	10/10/12
28.0	Normal Line / Spot	10/17/12-10/17/12	5	:30	6A- 7A (EST)				1					1	\$850.00	\$850.00	Charlotte (WSOC)	UPDATED 9/28, EYE NWS DAYBRK	10/10/12
29.0	Normal Line / Spot	10/17/12-10/17/12	4	:30	6:58P- 7:30P (EST)				1					1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	INSIDE EDITION	10/10/12
30.0	Normal Line / Spot	10/17/12-10/17/12	5	:30	7A- 8A (EST)				1						\$775.00		Charlotte (WSOC)	GD MRN AMR-ABC	10/10/12
31.0	Normal Line / Spot	10/15/12-10/15/12	4	:30	11P- 11:35P (EST)		1							1	\$1,200.00	\$1,200.00	Charlotte (WSOC)	EYEWIT NWS 11	10/10/12
32.0	M/G For 30.0.1 / Spot	10/17/12-10/17/12	5	:30	5A- 5:30A (EST)				1					1	\$425.00	\$425.00	Charlotte (WSOC)		10/16/12
33.0	M/G For 30.0.1 / Spot	10/17/12-10/17/12	5	:30	12:05A- 1A (EST)				2					2	\$150.00	\$300.00	Charlotte (WSOC)		10/16/12
34.0	Normal Line / Spot	10/28/12-10/28/12	6	:30	7P- 8P (EST)		1							1	\$650.00	\$650.00	Charlotte (WSOC)		10/26/12
35.0	Normal Line / Spot	10/28/12-10/28/12	5	:30	5P- 6P (EST)		1							1	\$475.00	\$475.00	Charlotte (WSOC)		10/26/12
36.0	Normal Line / Spot	11/05/12-11/05/12	4	:30	11P- 11:35P (EST)			1						1	\$1,200.00	\$1,200.00	Charlotte (WSOC)		11/2/12
37.0	Normal Line / Spot	11/04/12-11/04/12	5	:30	11P- 11:35P (EST)								1	1	\$1,200.00	\$1,200.00	Charlotte (WSOC)		11/2/12
38.0	Normal Line / Spot	11/05/12-11/05/12	5	:30	5A- 5:30A (EST)		1	X						1	\$425.00	\$425.00	Charlotte (WSOC)		11/2/12

CONFIRMATION CONTRACT

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Charlotte (WSOC)

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39.0	Normal Line / Spot	11/06/12-11/06/12	4	:30	4:30A- 5A (EST)	1		X						1	\$150.00	\$150.00	Charlotte (WSOC)		11/5/12

CONFIRMATION CONTRACT

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